

Australian Businesses See The Value in Turning Over Assets Regularly, Boosting Budgets

3 September, 2021: Pickles Industrial is increasing its consultation with vendors as more and more businesses are seeing the benefit of turning over high capital items more frequently.

Recouping some the capital that is tied up in aging industrial equipment is one of the biggest benefits back to business but it is not the only one. And from a buyer's perspective, more and more businesses are looking to purchase used industrial equipment at a discounted price as opposed to purchasing more expensive, brand-new equipment.

Pickles Industrial spokesperson, Steve Wainhouse, says recouping a considerable sum by selling industrial equipment is now easier than ever before.

"We work with our vendors to develop their asset strategy as the timing of when equipment is offered for sale is critical in achieving a maximum return. Businesses are cyclical and we work with our vendors to determine their optimum resale timeline, which in turn delivers the best possible solution for the buyer.

"There's no use selling equipment if it has been superseded by technological advancements or is in such a condition that there is no chance to recoup any capital. So while we spend the time with the vendor, what it really means is it's a buyer's market as they're the ones getting a great price for equipment that has a strong useful working life remaining," says Mr. Wainhouse.

Pickles is able to consult with vendors in this way because it has a specialist team that looks into where markets will be in the future. The consultation takes into consideration current supply and demand, value of the sale stock, and, critically, aligning sales with the longer lead times for the vendors new equipment to arrive.

One vendor that has heeded Pickles' advice for over 30 years is Q H & M Birt, a leading civil construction contractor that has projects in Queensland, Western Australia, and the Northern Territory.

"Pickles knows our business inside and out and we value their advice when it comes to selling our earthmoving equipment," says Q H & M Birt Managing Director, Quentin Birt.

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UPCOMING Q H & M BIRT LIVE AUCTION

STARTS 7 SEPTEMBER 12:00PM AEST

Pickles is hosting an earthmoving equipment auction comprising of over \$15M worth of equipment including Caterpillar D6T/D8T/D10T dozers, 825H & 815F compactors, 14M & 16M graders, 336F & 349D excavators, 740B & 745 dump trucks, plus water trucks, haul trucks, and much more.

Assets are being sold from Pickles Eagle Farm, Rockhampton, and Bibra Lake branches.

The auction will be held online on Tuesday 7 September with bids accepted via [PicklesLIVE](#) (on the website) or the PicklesLIVE App on smartphone or tablet. Interested parties are asked to register on the site prior.

To view the items for auction, visit: <https://www.pickles.com.au/campaigns/q-birt>

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ABOUT PICKLES

Pickles is Australia's leading marketplace for used vehicles, salvage, industrial, and general goods, offering thousands of quality assets every week at below-market prices.

With over 55 years' experience selling on behalf of trusted vendors including government departments, major financial institutions, fleet, lease and insurance companies, and major corporate businesses, Pickles offers customers value, flexibility, and convenience.

For further information, high res imagery, or to organise an interview please contact:

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